SAD Dredging
Pre-Proposal Conference

SAD Dredging
Pre-Proposal Conference

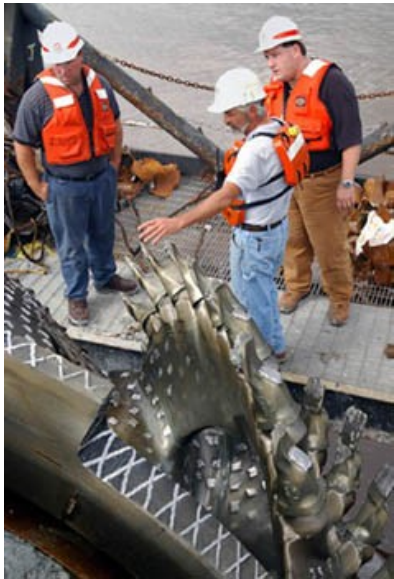
Atlanta Charleston Jacksonville Mobile Savannah Wilmington

South Atlantic Regional Business Center

Mr. Alan Bugg
Chief, CON-OPs
June 8, 2007

Atlanta Charleston Jacksonville Mobile Savannah Wilmington

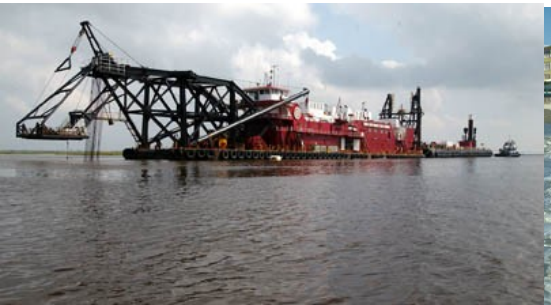
South Atlantic Division



SOUTH ATLANTIC DIVISION

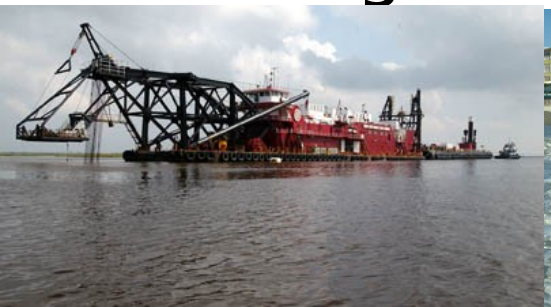
Dredging Pre-Proposal Conference Agenda

0900- 0910	Welcome	Ms. Chris Hinton-Lee, AIA, SES Director, SAD Regional Business Ctr
0910- 0920	Overview & Today's Event	Mr. Alan Bugg, Chief CON-OPS, Jacksonville District
0920-0945	Business Process Changes	Mr. Jim Jeffords/ Ms. Angie Premo Jacksonville Operations,/SAD Operations
0945-1030	Overview of Dredging Solicitation	Ms. Cindi Tolle, Chief, Jacksonville Regional Contracting Center
1030-1100	Break	(Turn in Questions)
1100-1145	Q&As	CT, CON-OPs & EN Technical Board



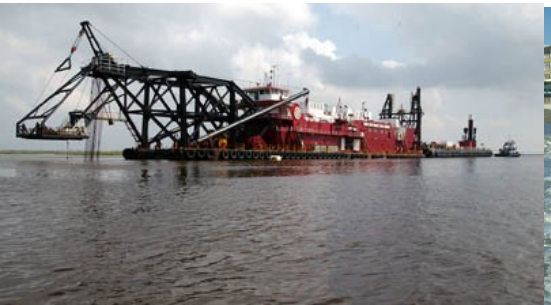
Timelines

4 June 07	Solicitation Issued
8 June 07	Pre-Proposal Conference
6 July 07	Solicitation Closing Date
9 July 07	Source Selection Process Begins
1 Aug 07	Contracts Awarded



Administrative Items

- Restroom Locations
- Cell Phones Off
- Use 3X5 Index Cards to Capture Questions
- Break at 1030
- Dredging PDT Panel Convenes to Respond to Questions



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Mr. Jim Jeffords
Operations
June 8, 2007

Atlanta Charleston Jacksonville Mobile Savannah Wilmington

U.S. Army Corps of Engineers

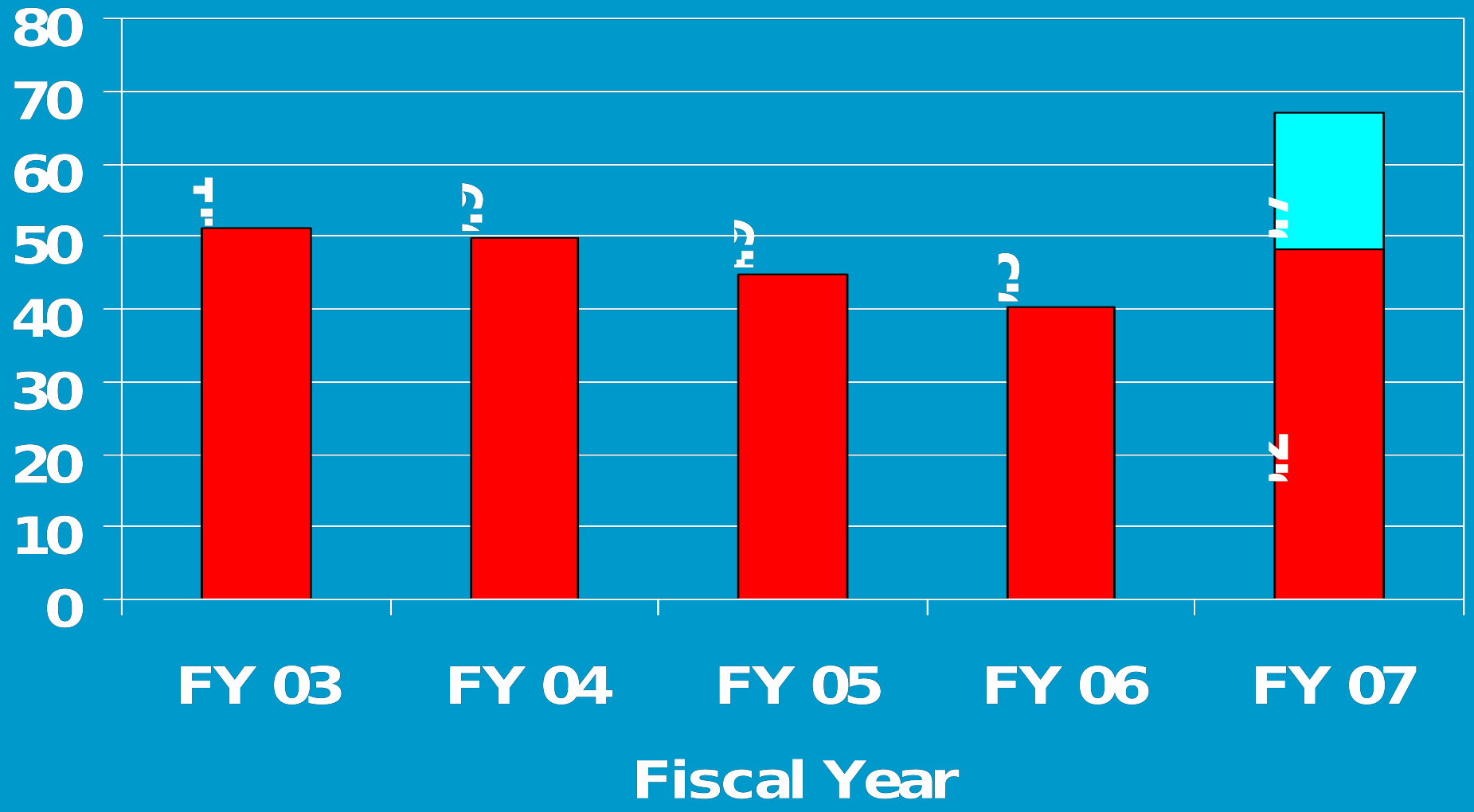
Jacksonville District

Presented by Jim Jeffords
Chief Operations, Jacksonville District, U.S. Army Corps of Engineers

May 28, 2007

LEGEND
★ 17 Deep Draft Harbors
Active Projects
No Current Activity
Jacksonville District Navigation Program
FLORIDA
KINGS BAY/FERNANDINA ★
JACKSONVILLE HARBOR ★
PALM VALLEY BRIDGE
PONCE DE LEON INLET
ST. AUGUSTINE HARBOR
IWW
FERN TO KEY WEST
CANAVERAL HARBOR ★
FT. PIERCE HARBOR ★
ST. LUCIE INLET
PALM BEACH HARBOR ★
PT. EVERGLADES HARBOR ★
HILLSBORO INLET
MIAMI RIVER ★
MIAMI HARBOR ★
KEY WEST HARBOR ★
Okeechobee Waterway
OWW
FORT MYERS BEACH
CHARLOTTE HARBOR ★
★ MANATEE HARBOR
NEW PASS
LONGBOAT PASS
★ TAMPA HARBOR
★ ST PETERSBURG HARBOR
JOHNS PASS
CLEARWATER PASS
ANCLOTE RIVER
HERNANDO BEACH
SUWANNEE RIVER
HORSESHOE COVE
GIWW
PUERTO RICO
AGUADILLA HARBOR
LA ESPERANZA
ARECIBO HARBOR ★
SAN JUAN HARBOR ★
FAJARDO HARBOR
VIEQUES HARBOR
PONCE HARBOR ★
MAYAGUEZ HARBOR ★

SAJ 5 Year O&M President Budget



Thank You

SAD Dredging
Pre-Proposal Conference

BUSINESS PROCESS CHANGES

June 8, 2007

REGIONALIZATION

Dredging Contracts - MATOC
Hydrographic Surveying
Dredge Material Management

REGIONAL STRATEGY

- Moving from District Centric to Regional Focus
- Consistent Approach
  - Contract Specifications
  - Contract Administration
  - Quality Assurance
  - Contracting Tools
  - Regional Planning
  - Regional Project Schedule Integration

INDUSTRY INVOLVEMENT

- Listen to Concerns
- Pre-Proposal Conference
- Regional approach Will Incorporate:
  - Reduced Cycle Times
  - Faster Award
  - Reduced Complexities
  - Opportunity to Clarify/Discuss Proposals

IMPLEMENTATION PLAN

- Regional Integration Dredging Team
- Award the MATOC 4th Qtr FY-07 for Execution of FY-08 Program
- Sequence Task Orders
  - Develop Regional Schedule
  - Meet with Contractors under contract to discuss sequencing
  - Coordinate with other Divisions/Districts
  - Maintain updated Schedule
- Monthly Conference Calls
- Monitor Success
- Develop Consistent Dredging Specifications
- Develop Consistent Bid Schedules
- Develop Consistency in Hydrographic Surveying

GOAL

- More Effective and Efficient Utilization of Resources
- Promote Competition
- Flexibility
- Rapid Resolution

PARTNERING

- Enhance Communication
- True Partnership
  - Scheduling
  - Scopes of Work

SAD Dredging
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South Atlantic Regional Business Center

Cindi Tolle
Chief, JRCC
June 8, 2007

Atlanta Charleston Jacksonville Mobile Savannah Wilmington

REGIONAL DREDGING PRE-PROPOSAL CONFERENCE

June 8, 2007

SAD REGIONAL CONTRACTING TEAM

AGENDA

- Schedule
- Administrative Overview of Dredging Solicitation
- Dredging Groups, Section 00010
- Selection Criteria and Proposal Submissions
- Evaluation Factors
- Task Order Procedures
- Summary

Current Solicitation Schedule

- Synopsized on May 18, 2007
- Synopsis Modified on May 22, 2007
- Synopsized Pre-Proposal Conference on June 2, 2007
- Issued the Solicitation on June 4, 2007
- Proposals Due July 6, 2007, 1600 hours

Administrative Overview

- Contractors must be registered in CCR
  - http://www.ccr.gov or 1-888-227-2423
- Contractors must be registered in ORCA
  - http://orca.bpn.gov
- Small Business Size Standard is $18.5M
- Offer guarantee/Bid Bond (20% or $3M)
- Large Businesses will be required to submit a Subcontracting Plan prior to award

Dredging Groups

- Group I – NTE $500,000,000M aggregate
  - Contractor's Proposing on this Group must have Coast Guard Certified Equipment
- Group II – NTE $500,000,000M aggregate
  - Small Business Set-Asides
- Group III – NTE $500,000,000M aggregate
  - Shore Protection Projects
- Group IV – NTE $500,000,000M aggregate
  - Projects Not Included in Groups I - III

Selection Criteria and Proposal Submissions: Section A

- Section 00100 A
  - The Government intends to award without discussions. Include your best terms and conditions in the initial offer.
  - The Government intends to award a minimum of 2 IDIQ MATOC contracts for each group.
  - Contractors can receive awards for more than one grouping; however, the contractor needs to ensure their proposal submissions are clear for which group or groups they are seeking an award.
  - Contractors will submit multiple proposal packages, based on the number of groups they seek an award.
  - Proposal consists of a “basic” proposal and a “technical” proposal

Section A Continued

- Basic Proposal includes information that will apply to any/all of the groups, i.e., SF 1442, Representations/Certifications, Offer Guarantee, and Past Performance, Equipment Documentation, Utilization of Small Business Concerns
- Technical Proposal will be submitted for each group and is based on specific criteria for each grouping and rated on an “acceptable or unacceptable” criteria.

Section A Continued

- Group I
  - Coast Guard Certification of Hopper Dredges
  - Plant and Equipment Submitted in your basic proposal will be reviewed to determine equipment meets minimum guidelines identified
- Group II
  - Evidence of Small Business Status*
    - Reps and Certs Are Submitted with the Basic Package; however, within ORCA the small business certification is not identified only the NAICS code. Within the technical proposal the Small Business will have to provide a written statement stating they will perform at least 40 percent of the volume dredged on future task orders with its own equipment or equipment owned by another Small Business and certify they are a small business.

Section A Continued

- Group II Continued
  - A letter of commitment from the corporate surety showing evidence that they can be bonded in the penal sum of $10M.
  - Joint Ventures – A copy of the joint venture must be submitted with the proposal.
  - Plant/Equipment submitted with the basic proposal will be reviewed to determine equipment meets minimum guidelines identified.
- Group III
  - Plant/Equipment Submitted with the Basic Proposal Will Be Reviewed to determine equipment meets minimum guidelines.

Section A Continued

- Group IV
  - Plant/Equipment Submitted with the Basic Proposal Will Be Reviewed to determine equipment meets minimum guidelines.
- INST 5.8 found on page 00100A-12 tells contractors how to package the proposal and the number of copies to provide for submission.

EVALUATION FACTORS: Section B

- Section 00100B
  - The Source Selection will be conducted in accordance with FAR Part 15.
  - After eliminating any proposal that does not meet the acceptable criteria for the technical submission, the Contracting Officer will use a trade-off process that represents the best value to the Government considering past performance, utilization of small business concerns, and price.
  - Past Performance is significantly more important than price.
  - Utilization of Small Business Concerns is considered significantly less important than Past Performance and Price.

Section B CONTINUED

- General Review
  - Offerors will be checked against the List of Parties Excluded From Federal Procurement and Non-procurement Programs.
  - Bid Bonds will be reviewed for acceptability.
  - Proposals will be reviewed for minor informalities or irregularities
- Price Evaluation
  - Prices will be reviewed for minor or clerical errors
  - Prices will be reviewed for apparent mistakes
  - After resolution of minor or clerical errors or apparent mistakes, prices will be reviewed for reasonableness, realism, or any other price related issue that could pose an unacceptable risk to the Government.

Section B CONTINUED

- Technical Merit Evaluation
  - **Each evaluator will conduct an independent review of each proposal and document it is either acceptable or unacceptable.**
  - **Upon completion of evaluations, the team will convene and discuss their findings in order to come to consensus.**
  - **Acceptability or Unacceptability Determinations will be based on technical criteria for each group.**
- Past Performance Evaluation
  - **Consider currency, relevance, and general trends in performance**
  - **The Government can use information obtained from sources other than those supplied by the contractor.**

Section B CONTINUED

- Utilization of Small Business Concerns
  - **Will be reviewed for compliance with FAR 52.219-8 and (if applicable) the offerors compliance with their execution of subcontracting plans**
  - **The Government will review the offerors proposed utilization of small business concerns for this contract.**

Task Order Procedures

- Contracting Officers residing in Charleston, Jacksonville, Mobile, Savannah and Wilmington will have authority to solicit, award and administer task orders on projects handled by their Districts.
- Task orders will be solicited using a Request for Proposal (RFP) and will include at a minimum, a bid schedule, project specific plans and specifications, selection criteria that will be used to evaluate for award, date and time for receipt of proposals.

Task Order Procedures Cont.

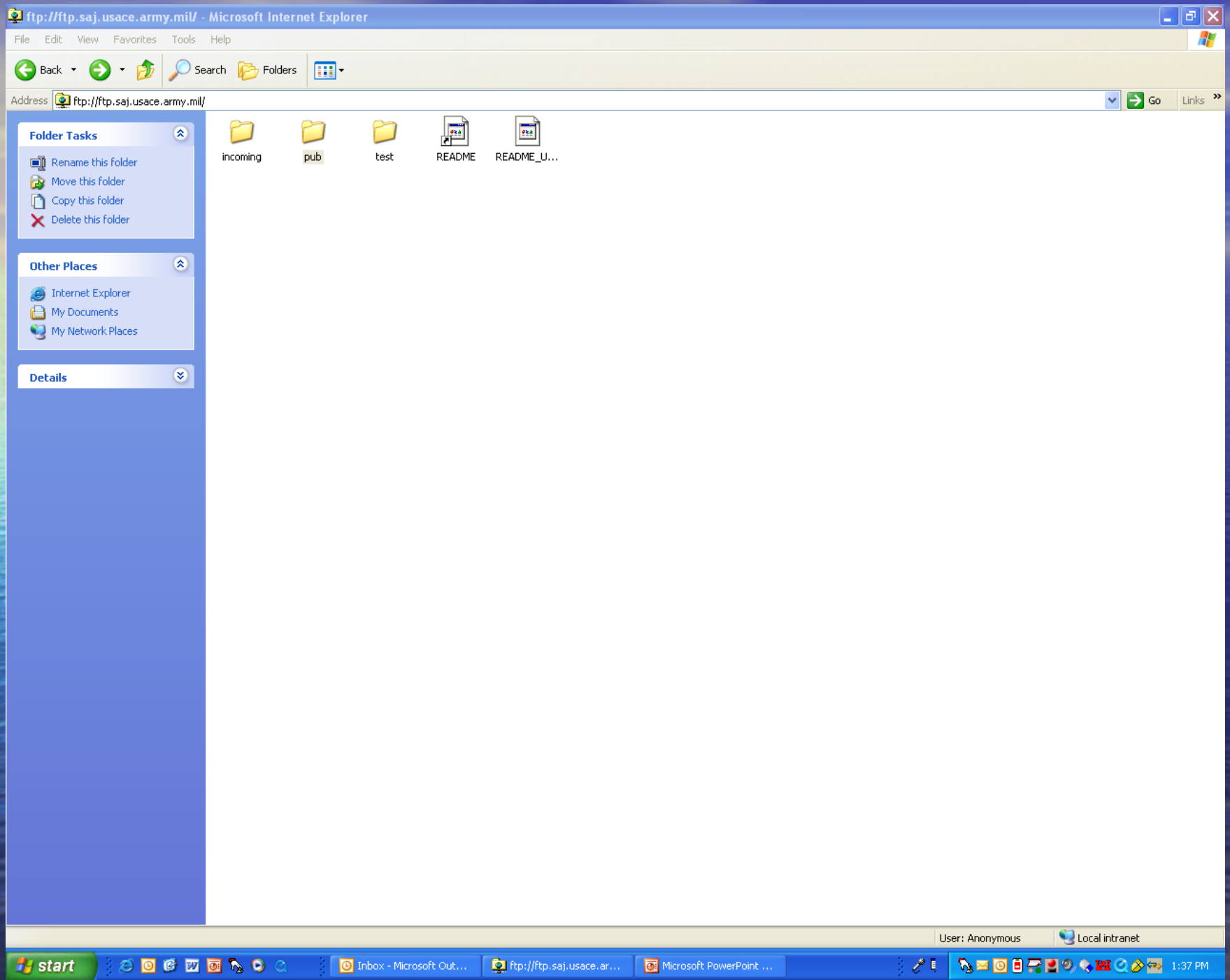
- The Government reserves the right to select the proposal that is most advantageous and responsive to the Government's need evaluating both cost and non-cost factors.
- Non-cost factors to be considered could include past performance on earlier task orders, including quality, timeliness, safety and cost control; capability of equipment for the requirement at hand, contractor availability/capability, and minimum order requirements.

Task Order Procedures Cont.

- Each RFP will describe criteria that will be used to evaluate task order proposals. The Government may elect to review price only.
- In situations where both cost and non-cost factors are considered, price will normally be weighted more heavily; however, the issuing contracting officer will determine the criteria to be used and the importance of each.
- The Government will follow Fair Opportunity procedures for each task order issuance as outlined in FAR 16.505

Task Order Procedures Cont.

- All task orders will be posted on an .ftp site.
- At time of issuance, the contractor would be notified in writing via email that the P/S will be available on the .ftp website.
- Contractors will be given a password in order to access the collaborative group where you will be able to go and download the information.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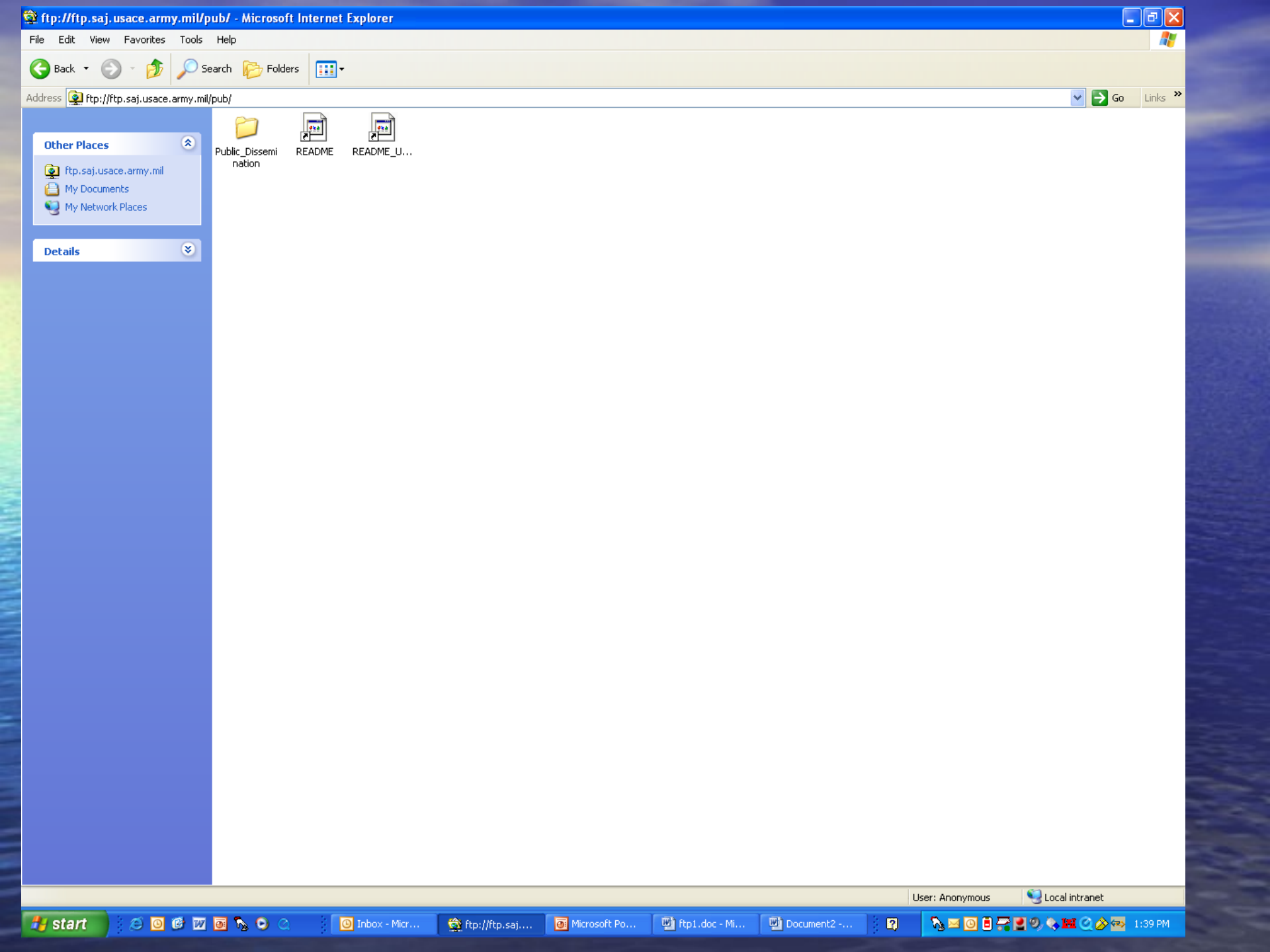
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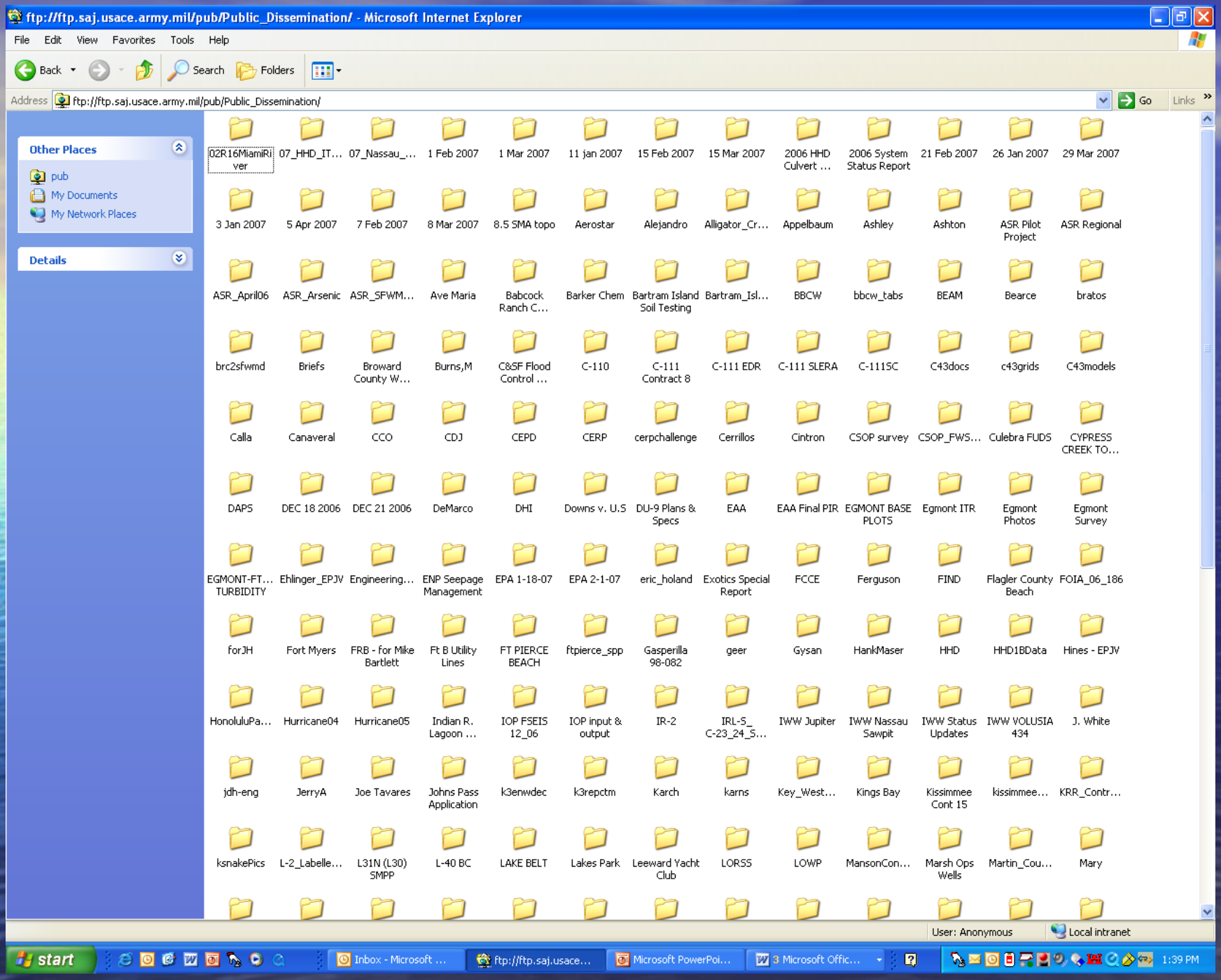
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2006 System Status Report
21 Feb 2007
26 Jan 2007
29 Mar 2007
3 Jan 2007
5 Apr 2007
7 Feb 2007
8 Mar 2007
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Alejandro
Alligator_Cr...
Appelbaum
Ashley
Ashton
ASR Pilot Project
ASR Regional
ASR_April06
ASR_Arsenic
ASR_SFWM...
Ave Maria
Babcock Ranch C...
Barker Chem
Bartram Island Soil Testing
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Bearce
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Briefs
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C&SF Flood Control ...
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C-111 Contract 8
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CYPRESS CREEK TO...
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Egmont Photos
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Hines - EPJV
HonoluluPa...
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Hurricane05
Indian R. Lagoon ...
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IRL-S_C-23_24_S...
IWW Jupiter
IWW Nassau Sawpit
IWW Status Updates
IWW VOLUSIA 434
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jdh-eng
JerryA
Joe Tavares
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SUMMARY

- Don’t forget to register in CCR
- Don’t forget to have your reps/certs in ORCA
- Ensure your proposal submissions are complete
- Submit any additional questions you have after today in writing.

Points of Contact

Solicitation & Technical:

Ms. Dolly Colwell, Contract Specialist
Jacksonville Regional Contracting Center
904-232-3739

Mr. Carlos Clarke, Contracting Officer
Jacksonville Regional Contracting Center
904-232-1973

Ms. Cindi Tolle, Chief, JRCC
Jacksonville Regional Contracting Center
904-232-1144

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